

APPENDIX NO.1
QUESTIONNAIRE NO.1

I) GENERAL INFORMATION

- 1.1 Establishment Year :
- 1.2 Initial Capital Rs. :
Present Capital Rs. :
- 1.3 Initial Objectives :
- 1.4 Initial Membership :
Present Membership :
- 1.5 Initial Share Capital :
- 1.6 Policy making General Body:
Structure :
- 1.7 Organization Structure :

II) PURCHASE MANAGEMENT

- 2.1. Purchase Policy :
- 2.2. Purchase Department :
- 2.3. Purchase Procedure :
- 2.4. Source of Purchase :
a)Cotton b)Foodgrain c)Gas d)Fertilizer e) Others
- 2.5. Quantum of Purchase

Year	Purchase
1989-90	
1990-91	
1991-92	
1993-94	

2.6. Commoditywise and Yearwise Purchase

Commodity	Yearwise				
	1989-90	1990-91	1991-92	1992-93	1993-94
a. Cotton					
b. Gas					
c. Fertilizers					
d. Foodgrains					
e. Others					

III) STORES MANAGEMENT

3.1. Objectives

3.2. Stock Facilities

3.3. Yearwise and Commoditywise stock

Commodity	Yearwise				
	1989-90	1990-91	1991-92	1992-93	1993-94
a. Cotton					
b. Gas					
c. Fertilizers					
d. Foodgrains					
e. Others					

3.4. Stock Taking Procedure

- a. Cotton
- b. Gas
- c. Fertilizers
- d. Foodgrains
- e. Others

3.5. Causes of Stock Shortage

Commodity	Causes
a. Cotton	
b. Gas	
c. Fertilizers	
d. Foodgrains	
e. Others	

3.6. Stock Turnover year and commoditywise

Commodity	Yearwise				
	1989-90	1990-91	1991-92	1992-93	1993-94
a. Cotton					
b. Gas					
c. Fertilizers					
d. Foodgrains					
e. Others					

IV) SALES MANAGEMENT

4.1. Sales Management

Head Office

Branches

4.2. Sales Policy

i) Product policy

ii) Distribution Policy

iii) Pricing Policy

4.3. Quantum of Total Sales yearwise and commoditywise (Head office and Branches)

Commodity	Yearwise				
	1989-90	1990-91	1991-92	1992-93	1993-94
a. Cotton					
b. Gas					
c. Fertilizers					
d. Foodgrains					
e. Others					

4.4. Pricing policy adopted

a) Profit margin :
(Commoditywise)

4.5. a) Cost Price per

b) Transportation charges:

c) Loading charges :

d) Sales tax :

e) Wholesale margin :

f) Selling price :

4.6. Terms and Conditions of Sale

a) Promotional measures

b) Advertisement

4.7. Problems faced by

V) FINANCIAL PERFORMANCE

5.1. Financial picture

	Year				
	1989-90	1990-91	1991-92	1992-93	1993-94
Share capital					
Govt.membership					
Total member					
Dividend					
Bonus					

5.2. Profit and Loss Account

	Year				
	1989-90	1990-91	1991-92	1992-93	1993-94
Total Sale					
Gross Profit					
Total Sale					
Total Loss					